# RJ REYNOLDS TOBACCO COMPANY



J. CAMPBELL / ROU 1610 PROMOTIONAL COORDINATOR

8899 MAIN STREET WILLIAMSVILLE, NY 14221 (716) 634-4179 FAX (716) 634-3145

March 20, 1998

RJR Account #194040 Ms. R. Fairbanks FINKLE DIST., INC.

SALEM TEAR TAPE PROMOTION #800438: MAY (#805)

Dear Ruth:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ \$3.00/carton off-invoice.

RJR will reimburse you \$4.75 per 6M promoted case shipped to retail on a timely basis. This equates to \$90.25 (19 (6M) case(s) @ \$4.75). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

#### PARTNERS 'BONUS' REPORTING DESCRIPTION

'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell Promotional Coordinator / 1610 /ic

cc: R. Tanchyk

Enc. Retail Customer List

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-MAY, DOC

### MAY DELIVERY SALEM TEAR TAPE

FINKLE DIST., INC.

SALEM	#/ (6M) Cases
BRAND STYLE	@ .30¢ Off
Full Flavor	<u>5</u>
Full Flavor 100	<u>4</u>
Light	<u>5</u>
Light 100	<u>5</u>
	BRAND STYLE Full Flavor Full Flavor 100

## \* \* \* $m{U}$ TILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM $m{A}$ PRIL PRODUCT DISTRIBUTION TO MEET $m{M}$ AY DISTRIBUTION AS NEEDED\* \* \*

Product / Premium Arrival:

April 27, 1998

Ship Date to Retail:

Week of: May 11, 1998

EFT \$ Amount:

\$5,893.23

## May Drive Period 805 / Promotion #800438

#### **PROMOTION DESCRIPTION:**

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

MAY DELIVERY.

#### WORKPLAN VAP TEMPLATE LISTING

PAGE: 13 DATE: 98-03-25 TIME: 10:34 A

: 194040 FINKLE DISTRIBUTORS, INC. <DIRECT> : 800438 80500 SAL 98 .30/1 NO : 16XXXX WHOLESALER

TEMPLATE SALES LEVEL

TERR RETAIL ACCT NAME ADDRESS CITY ST ZIP QTY QTY QTY QTY QTY QTY QTY CHAIN-ID SUPPLIER  162202 162238 172455 GAROFALO GROCERY 155 E BRIDGE ST OSWEGO NY 13126 1 2 1 4 975177  162202 172887 B J'S CONVENIENCE 301 W GENESEE ST AUBURN NY 13021 1 1 2 1 5  162202 162238 289246 D & W CONVENIENCE RT 104 & 1048 NEW HAVEN NY 13121 2 1 3 975516  162202 162238 461642 BOBBY T'S INC. 2640 ROUTE 3E FULTON NY 13069 1 1 2 975532  162202 162238 507381 SCRIBA MINI MART 5617 STATE ROUTE SCRIBA NY 13126 1 1 1 4 975706  162202 162230 549109 BAYBERRY MOBIL 7549 OSWEGO RD LIVERPOOL NY 13090 1 1 977676  162202 162238 649926 STEVE'S PLACE 107W BRIDGE ST. OSWEGO NY 13126 1 1 1 975185	SALES I	EVEL	: 16777	.x							LT	LT					
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162202   162218   684885   PIT STOP #99   433 COUNTY ROUTE   FULTON NY 13069   1   2   1   4   975161	162202	162236	673953								1	1					•
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#### WORKPLAN VAP TEMPLATE LISTING

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	162304	162321	361644	WEVER MOBIL MART	219 GUIDEBOARD RO	Halfmoon	NY	12188	1	1	1	1	4		916379	
	162304	162321	410914	SCHAGHTICOKE CARWAS	MAIN STREET	SCHAGHTICOK	NY	12154	3		. 1	1	. 3			
	162304	162321	450796	WILTON MOBIL MART	216 BALLARD RD	GANSEVOORT	ИÅ	12831	1	1	1	1	4			

#### WORKPLAN VAP TEMPLATE LISTING

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WHOLESALER TEMPLATE : 194040 FINKLE DISTRIBUTORS, INC. <DIRECT>

: 800438 80500 SAL 98 .30/1 NO

SALES	LEVEL	÷	16XXXX	
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	42.22		<b>.</b>	1						LT	LT				
								M85	M100	M85	M100	TOTAL			
TER	RETAIL	ACCT	NAME	ADDRESS	CITY	ŝT	ZIP	QTY	QTY	QTY	QTY	QTY	CHAIN-ID	SUPPLIER	
												****	*******	******	
16230	4 162321	484757	WEVER MOBIL MART	75 HUDSON AVENUE	STILLWATER	NY	12170	1		.1	1				. •
16236	4 162321	553883	BONFARE FN FD	488 GEYSER RD	BALLSTON SP	NY	12020	1		1		2		•	
16230	4 162321	624483	U.S. FOOD MART	118 GARNER STREET	COHOES	NΥ	12047	1	1	1	1	4			
16230	4 162321	677775	GEMMETT RAINBOW	3775 LEWIS RD	BALLSTON SP	NΥ	12020		1	1	1	3			
1623	4 162321	689443	MALTA CORNER	2465 ROUTE 9	BALLSTON SP	NY	12020	2	2	2	2	8			
16230	4 162324	705684	NISKAYUNA MOBIL	1502 BALLTOWN RD	NISKAYUNA	NY	12309	2	1	3	8	14			
1623	4 162321	724732	GETTY MART #58704	253 MILTON & PROS	BALLSTON SP	ΝY	12020	2	2	2	2	8			
16230	4 162321	744043	WEVER CAR WASH	CORNER RT 29 & 40	GREENWICH	ΝY	12834	1	1.	1	1	4		•	•
1623	4 162321	747501	PAULIE PROVISIONS	12 WASHINGTON AVE	WATERFORD	ΝY	12188	1		. 3	4	₿			
1623	4 162321	777274	CAPUTO'S APLUS60036	521 BROADWAY	SARATOGA SP	ΝY	12866	- 1	1	2	2	б	0362-0101		•
			LATHAM FOOD MART	389 TROY SCHENECT	LATHAM	NY	12110	. 2	2	2	2	8			
1623	5 162322	176021	EMIL'S NEWS	99 WASHINGTON AVE	ALBANY	NY	12210	2	1	2	2	7			
1623	5 162326	241413	KETCHUM'S GENERAL	RT 143 PO BOX 212	WESTERLO	NY	12193		1		1	2			
			ALBANY NEWS & VARIE		ALBANY	ΝY	12206	1	1	1	1.	4			
			HAGMART INC	791 NEW SCOTLAND	ALBANY	NY	12208	. 1	1	1	1	4		958074	
			LINDY'S QUICK SHOPP			NY	12197	1	1	. 1	1	. 4		911065	
			A-PLUS #60009F		ALBANY	NY	12203	2	1,	. 2	2	. 7	0362-0102		
					ALBANY	NY	12203	1	1	1	1	4		958082	
			HAGMART NORTH, INC.	The second secon	VOORHEESVIL	NY	12186	1	1	1	1	4		939942	
			DELAWARE & ELM MOBI		DELMAR	ΝY	12054	2	2	2	2		-		
1623			L&P COLONIAL MARK I		TANNERSVILL			1	1	1		. 4			
			J&B'S DELI	2510 ROUTE 9W	RAVENA		12143	1	√ 1	1	i	4			
			GUJAR PETROLEUM	336 E CHESTER ST			12401	1	1	1	- '	3			
			RAVENA MANI CONVENI		RAVENA		12143	1	1	1	1	4			
			QUAIL STREET NEWS	122 OUAIL ST	ALBANY		12206	2	1	1	1				
			AIS PETROLEUM	585 BROADWAY	KINGSTON		12401		2	1	1	4			
			FT & SAMI, INC.	ROUTE 28 & ZENA R			12401	1	1	1	1	4		949867	
			JANES VARIETY II	149 2ND AVE	ALBANY		12202	2	2	2	2				
			WORCESTER CONVENIEN		WORCESTER		12197		•		ī	_		976043	٠
			WALT'S GROCERY R	47 WASHINGTON ST			12144	1	1	3	2				
			WALT'S GROCERY T	77-81 CONGRESS ST			12180	î		2	1				
			W SAND LAKE MOBOSFI		WEST SAND L			2	•	2	1	_		974964	
			WALT'S GROCERY H	109 HAMPTON AVE	RENSSELAER			2	_	ĩ	•	· ·			
			GREENBUSH TAPE&LABE		AVERILL PAR			ī		1		3		931667	
			MINI CHOPPER #86	53 MAIN ST	CHATHAM		12037	î		î	1		1427-0000		
				6337 RT. 209 & 42				3		3	1				
			M&S MART, INC.	124 PAIRVIEW AVE			12534	1	-	1	1			909634	
			MANI PETROLINE		VALATIE		12184	1	_	1	1			964684	
				3360 ROUTE 9 295 COLUMBIA TPKE				2		2	3			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
1623	U6 162325	728378	US MOBIL MART	255 COLUMBIA TPKE	Namuacchan	TA T	+%+##			-	·			969626	
2000	06 16000	20000	D D 1000	DW 20 C 22	NEW LEBANON	MTV	12125	2	2	2	4	10		930719	
			E-Z MART	RT 20 & 22	WYNANTSKILL			1		1	1			200123	
			EXXON WYNANTSKILL					1		1	1			943266	
1623	V8 162329	444732	MALWA CORPORATION	266 STATE ROUTE 5	THOTOMORATE	a I	T9940		*		,	. ,	•	543200	
														3	

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#### WORKPLAN VAP TEMPLATE LISTING

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: 194040 FINKLE DISTRIBUTORS, INC. <DIRECT> : 800438 80500 SAL 98 .30/1 NO : 16XXXX WHOLESALER TEMPLATE

SALIS	FEARP	: 15XX	NA .		•			M85	M100	LT M85	LT M100	TOTAL			
TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	QTY	QTY	QTY	QTY	CHAIN-ID	SUPPLIER	
		*****				* *							*****		
16230	8 162329	701398	GARCHA PETROLEUM CO	127 W MAIN ST	WAPPINGERS	NY	12590	1		1		2			·
16230	8 162328	740272	COBBLE POND FARMS	ROUTE 82	STANFORDVIL	NY	12581	1	1	1	1	4		•	
16260	5 162620	268514	ALMEKINDER JUBILEE	1228 STATE ROUTE	ONTARIO	NY	14519	2	2	2	2	. 8			
16260	5 162624	576817	LIL COUNTRY STORE	RT 350 & 31F	MACEDON	NY	14502	1	1	1	1	4			
16260	5 162231	715529	NINETY SIX CONNECTI	RT 96 & MILL STRE	CANDOR	NY	13743	2	1	2	1	6			
16260	5 162624	722996	THE STATION	3290 CANADAIGUA R	MACEDON	NY	14502	1	1	1	1	4			

PAGE BREAK TOTAL ACCOUNTS	134	TOTAL QUANTITY	DIS.	785	DA	<b>3</b>	304
		· · · · · · · · · · · · · · · · · · ·	147.	121-	163-	148	578
TOWN SOF TOWN SCOOTSITE	324	TOTAL OURSETTY	het.	4	<b>\64</b>	-da	કે∗હ